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HARYANA GOVERNMENT

INDUSTRIES AND COMMERCE DEPARTMENT

Notification

The 20th October, 2016

No. 2/2016-4IBII(1).—

Subject: *Haryana State Public Procurement Policy for MSMEs-2016.*

Enabling provisions have been made in the Micro, Small & Medium Enterprises (MSMEs) Development Act, 2006 for the Government to notify preferences and policies for Procurement of Goods & Services produced and supplied by Micro & Small Enterprises to the Govt. Departments/ Agencies from time to time in order to facilitate promotion and development of Micro & Small Enterprises. In this direction, the Ministry of Small Scale Industries, Govt. of India *vide* its order of dated 23rd March, 2012 has notified "Public Procurement Policy for Micro & Small Enterprises (MSEs) – 2012."

2. The matter regarding acceptance of GOI Public Procurement Policy for MSEs-2012 for its implementation in the State of Haryana was under consideration of the State Government. The matter was examined and it was observed that the manufacturing Micro & Small Enterprises (MSEs) with their manufacturing facilities based in Haryana (including Khadi & Village Industrial Units) needs to be offered a competitive protection, especially in terms of Tender Fee, Earnest Money Deposit, Performance Security, Past Performance/ Experience, Purchase Preference & Turnover imposed by the procuring Departments/ Govt. Agencies as part of its Qualifying Requirements, so that they become eligible to bid and compete. Further, it was also observed that the manufacturing (newly established/ making first entry into Public Procurement) Medium Enterprises with their manufacturing facilities based in Haryana needs to be offered a competitive protection in terms of Past Performance/ Experience & Purchase Preference imposed by the procuring Departments/ Govt. Agencies as part of its Qualifying Requirements to enable them to participate in Public Procurement.
3. Accordingly, it has been decided to extend special benefits/ concessions to the Haryana based Micro, Small & Medium Industrial Enterprises in the State Public Procurement as under:-

A. Concessions/ benefits to Micro & Small Enterprises (MSEs):-

Sr. No.	Area as part of Qualifying requirements	Concessions/ benefits allowed to MSEs	Eligibility
i.	Tender Fee	Exemption on the payment of Tender Fee subject to fulfillment of conditions as per eligibility	Manufacturing Micro & Small Enterprises (MSEs) (including Khadi & village Industries/ Units) who have filed Entrepreneur Memorandum in Haryana in respect of the quoted items, participate directly in tender and not through any intermediaries (their dealers/ agents/ distributors), will not subcontract to any other firm and to carry the entire manufacturing at their enterprise. <i>Concerned MSE will be required to submit the copy of Entrepreneurs Memorandum in respect of its category of Micro/ Small issued to the firm by the Industries Department Haryana as part of Technical Bid.</i>
ii.	Earnest Money Deposit (EMD)	Exemption on the payment of Earnest Money Deposit (EMD) subject to fulfillment of conditions as per eligibility	
iii.	Performance Security	90% concession on Performance Security as applicable to other Haryana based firms subject to fulfillment of conditions as per eligibility	
iv.	Turnover	a. Micro Enterprises: Concession of 80% on Turnover condition imposed as qualifying criteria b. Small Enterprises: Concession of 70% on Turnover condition imposed as qualifying criteria	Manufacturing Micro & Small Enterprises (MSEs) (including Khadi & village Industries/ Units) who have filed Entrepreneur Memorandum in Haryana and further: (a) Those MSEs have Quality Certification of ISI/ ISO/ AgMark/ Quality Mark issued from competent authority in State or Central Govt. in respect of the items/ goods mentioned in the tender OR/AND (b) Those who are registered with DGS&D/ NSIC /GOI Department/ State Govt. Department/ GOI PSUs/ State Govt. PSUs in respect of the item/ goods mentioned in the tender. The firm will be required to submit the detailed information in respect of above through an affidavit as per the format enclosed as Annexure-I.
v.	Past Performance & Experience	Exempted in respect of Past Performance & Experience as part of Qualifying Requirements of the tender subject to fulfillment of conditions as per eligibility	
vi.	Purchase Preference	50% of the total tendered quantity provided quoting price within band of L-1+15% by bringing down their price to L-1 and subject to condition that it agrees to fulfillment of other terms & conditions of the tender and further subject to fulfillment of conditions as per eligibility	

B. Concessions/ benefits to Medium Enterprises:-

Sr. No.	Area as part of Qualifying requirements	Concessions/ benefits allowed to Medium Enterprises	Eligibility
i.	Past Performance & Experience	Exemption on Qualifying Requirement of Past Performance & Experience as part of Qualifying Requirements of the tender subject to fulfillment of conditions as per eligibility.	Manufacturing Medium Enterprises of the State that have filed Entrepreneur Memorandum for quoted items in Haryana, participate directly in tender and not through any intermediaries (their dealers/ agents/ distributors), and will not subcontract to any other firm and to carry the entire manufacturing at their enterprise. This concession will be applicable only for one year to newly registered Medium Enterprises or Medium Enterprises of State who are not eligible in State Public Procurement due to eligibility criteria of past performance & Experience. The firm will be required to submit the detailed information in respect of above through an affidavit as per the format enclosed as Annexure-II.
ii.	Purchase Preference	10% of the total tendered quantity provided quoting price within band of L-1+15% by bringing down their price to L-1 and subject to condition that it agrees to fulfillment of other terms & conditions of the tender and further subject to fulfillment of conditions as per eligibility	

Further, the benefit of discounting of 50% Haryana VAT revenue from the composite price bid for the purpose of financial evaluation of the bids as per the policy guidelines issued vide G.O. No. 2/2/2010-4I-BII of dated 19-12-2011 will continued to be applicable to all Haryana Billing Firms including MSMEs covered in the above policy scope.

4. The apportionment/ distribution of tendered quantity after negotiations based on the existing instructions and Purchase Preference allowed to MSMEs as above may have different scenarios. The general guidelines for the apportionment of tendered quantity to firms other than MSMEs, MSEs & MEs will be as under:-
- (i) Purchase Preference to MSMEs will not be applicable if the tendered quantity is only one.
 - (ii) Purchase Preference for Medium Enterprises (MEs) will only be allowed on the quantities in multiple of 10 say 10, 20, 30 and so on. The quantity less than 10 or in between multiple of 10, 20, 30 will not be considered for Purchase Preference to MEs.
 - (iii) Negotiations will be held only with L1+5% firms. MSMEs as per above instructions within the price range of L1+15% will be counter offered to match the finally arrived L1 rate. In case, MSMEs within L1+15% range refuse to match the finally arrived L1 rate than the entire 60% (50% for MSEs and 10% for MEs) of purchase preference will be transferred to L1+5% category firms.
 - (iv) In case, no Micro & Small Enterprises (MSEs) and Medium Enterprises (MEs) as per the eligibility criteria specified in the above instructions are within L1+15% range, the entire 100% tendered quantity will be distributed as per the existing guidelines.
 - (v) In case, there are no Micro & Small Enterprises (MSEs) within L1+15% range, the Purchase Preference Quota of 50% of MSEs will stand transferred to open category making it from 40% to 90%.
 - (vi) In case there are no Medium Enterprises (MEs) within L1+15% range, the Purchase Preference Quota of 10% of MEs will stand transferred to open category making it from 40% to 50%.
 - (vii) In case, no MSMEs is within L1+5% range and there is one MSE & one ME in L1+15% range and further agree to match the arrived L1 rate, the quantity distribution will be upto 40% for firm other than MSME, upto 50% for MSE and upto 10% for ME and so on.
 - (viii) In case, there are MSMEs (both or either MSEs and MEs) within L1+5% range and there are MSEs & MEs in L1+15% range. Negotiations will be carried out with all firms within L1+5% as per the existing guidelines to arrive at finally arrived L1 rate. The finally arrived firm can be - any other firm /MSE/ME or any/ more of these - other firm/MSE/ME matches the finally arrived price; in such a situation, apportionment will be done as per the existing instructions of ratio of 70:30 or 50:25:25 & so on. Thereafter, offer will be given to MSE and MEs within L+15% range to match the finally arrived L1 rate and if they agree to match the arrived L1 rate, the apportionment of quantity will have many scenarios for the distribution of tendered quantities. Some of the scenarios and sub-scenarios of quantity apportionment may be as per **Annexure-‘III’** enclosed with this notification. However, there can be many more scenarios depending upon the number of MSMEs within price range of L1 +5% and L1+15%.

The above instructions will supersede the instructions as issued *vide* Industries & Commerce Department Haryana Order No.2/2/2010-4I IB II of dated 24th March, 2015 related to concessions/ benefits to Haryana based Micro & Small Enterprises (MSEs) including Khadi & Village Industrial Units.

This issues with the concurrence of Finance Department conveyed *vide* their U.O. No. 1/48/2016-4FD III/27758 of dated 03rd October, 2016.

The above instructions may be brought to the notice of all concerned and shall be applicable to all the tenders floated/ invited after issue of these instructions.

Chandigarh:
The 19th October, 2016.

DEVENDER SINGH,
Principal Secretary to Government Haryana,
Industries and Commerce Department.

Annexure 'I'**Format of Affidavit****(Seeking benefits/ concessions in Past performance/ Experience & Purchase Preference by Haryana based manufacturing Micro & Small Enterprises (MSEs) in the State Public Procurement)**

(On non judicial paper of Rs. 10/-)

I _____ S/o _____ aged _____ residing at _____ Proprietor/
Partner/ Director of M/s _____ do hereby solemnly affirm and declare that:-

1. My/our above noted enterprise M/s _____ (Name & Address) _____ has been issued Manufacturing Entrepreneurs Memorandum in Haryana by the District Industries Centre _____ under acknowledgement No. _____ of dated _____ (Self Certified Copy of the same is attached as **Annexure 'A'** with this affidavit) and has been issued for manufacture of the following items in **category Micro / Small Enterprise** (please tick the either) as under:-
 - i. _____
 - ii. _____
 - iii. _____
2. That the quoted item(s) in the tender _____ is one (or more) of the item for which my/our above noted enterprise has been issued Manufacturing Entrepreneurs Memorandum by the Industry Department Haryana as per details at para 1 above.
3. That my/our above mentioned manufacturing Micro/ Small Enterprises fulfils either or both of the below mentioned eligibility criteria:
 - i. That my/our above mentioned enterprise has been issued quality certification of ISI Mark/ ISO/ Ag. Mark/ any other quality mark _____ (**please tick either of the option**) by _____ (name of GOI/ State Govt. Agency/ institution authorized by GOI/ State Govt.) on _____ and the same is valid from _____ to _____ in respect of item/ good (give name of item/good) _____ mentioned in the tender (Self Certified Copy of the relevant certificate is attached as **Annexure 'A'** with this affidavit)
 - OR/AND**
 - ii. That my/our above mentioned enterprises has been registered with DGS&D, GOI/ NSIC/ Govt. of India Departments/ State Govt. Department/ Govt. of India Public Sector Undertakings (PSUs) or State Government Public Sector Undertakings (PSUs) (**Please tick one of the option as above**) in respect of Name of item/ goods/ work/ services _____ (**Name**) as mentioned in the tender for the corresponding period of time of this tender. A self certified Copy of the same attached as **Annexure 'B'** with this affidavit.
4. That in case the Purchase Order of the quoted item is issued to me/us, it will not be outsourced or subcontracted to any other firm and the entire manufacturing of the order item shall be done in-house by our Enterprise based in Haryana (address mentioned as at Sr.No.1). Further, the billing will be done from Haryana.

Dated:**DEPONENT****VERIFICATION:**

Verified that the contents of para no. 1 to 4 of the above are true and correct to my knowledge as per the official record and nothing has been concealed there in.

Dated:**DEPONENT**

Annexure 'II'

Format of Affidavit

(For seeking the benefits/ concessions by Haryana based manufacturing Medium Enterprises in Past Performance/ Experience & Purchase Preference in the State Public Procurement)

(On non judicial paper of Rs. 10/-)

I _____ S/o _____ aged _____ residing at _____
 _____ Proprietor/ Partner/ Director of

M/s _____ do hereby solemnly affirm and declare that:-

1. My/our above noted enterprise M/s _____ (Name and Complete address) _____ has been issued Manufacturing Entrepreneurs Memorandum in Haryana by the District industries Centre _____ under acknowledgement No. _____ of dated _____ (Self Certified Copy of the same be attached as **Annexure 'A'** with this affidavit) and has been issued for manufacture of the following items in **category Medium Enterprise** as under:-
 - i. _____
 - ii. _____
 - iii. _____
 - iv. _____
2. That my/our above mentioned manufacturing Medium Enterprises meet all the remaining terms & conditions of the tender except Past Performance/ Past Experience.
3. That my first purchase order under this benefit/ concession was issued by State Government Department/ State Government Agency (name of Deptt./Agency) _____ vide P.O. No. _____ of dated _____ for the supply of _____ (name of the item/ good/ work/ services) was successfully complied by above mentioned Enterprises. A self certified Copy of the same is attached as **Annexure 'B'** with this affidavit.
4. That in case the Purchase Order of the quoted item is issued to me/us, it will not be outsourced or subcontracted to any other firm and the entire manufacturing of the order item shall be done in-house by our Enterprise based in Haryana, (address mentioned as at Sr.No.1).
5. That we agree to the condition that this benefit/ concession to the Medium enterprises is valid for one year from the date of getting the first supply order under State Public Procurement.
6. That the billing will be done from Haryana.

Dated:**DEPONENT****VERIFICATION:**

Verified that the contents of para no. 1 to 6 of the above are true and correct to my knowledge as per the official record and nothing has been concealed there in.

Dated:**DEPONENT**

Annexure 'III'

Various possible scenarios during negotiations/apportionment of quantities in view of implementation of MSMEs Public Procurement Policy in the State:

Sr. No.	Scenario	Sub scenario/ Negotiations	Sub-sub scenario	Apportionment
1	When no Micro & Small Enterprises (MSEs) or Medium Enterprises (MEs) (Purchase Preference Enterprises) have submitted their bids in the tender	—	Negotiations shall be done as per the exiting provisions	Apportionment of quantity shall be done as per the exiting provisions
2	When L1+5% have MSMEs (Purchase Preference) options in addition to firms other than MSMEs and L1+15% have no MSMEs (Purchase Preference) options:	When one or more MSEs is within L1+5% (evaluated rates) and no Medium Enterprises (ME) (Purchase Preference) have submitted its bids or are beyond L1+15% range: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.	(i) In case, MSE is finally arrived L1, then it will be entitled 100% of the tendered quantity (40% of unreserved category + 50% for MSEs +10% for MEs)	100% of quantity allotment to MSE
			(ii) In case, one MSE matches the finally arrived L1 (other than MSE), it will be eligible for 70:30 ratio of the tendered quantity out of 50 % (40% reserved for non purchase preference quota + 10% full quota for MEs) and further will be entitled for full 50% reserved quota for MSEs	35% quantity allotment to Firm other than MSME and 65% quantity allotment to MSE
			(iii) In case, more than one MSEs (say two no) matches the finally arrived L1 rate (other than MSE), both will be eligible for 50 (non MSME) :25(MSE1):25(MSE2) ratio of the tendered quantity out of 50 % (40% reserved for non purchase preference quota + 10% full quota for MEs) and further will be entitled for half of 50% reserved quota for MSEs and so on.	25% quantity allotment to Firm other than MSME and 37.5% quantity allotment each to MSE1 and MSE2 respectively
		When one or more MEs is within L1+5% (evaluated rates) and no Micro & Small Enterprises (MSEs)(Purchase Preference) have submitted its bids or are beyond L1+15% range: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.	(i) In case, ME is finally arrived L1, it will be entitled 100% of the tendered quantity (40% of unreserved category + 50% for MSEs +10% for MEs)	100% of quantity allotment to ME
			(ii) In case, one ME matches the finally arrived L1 (other than ME) , it will be eligible for 70:30 ration (30% share for ME) of the tendered quantity out of 90% (40% reserved for non purchase preference quota and 50% reserved quota for MSEs) and further will be entitled for full 10% quota for MEs	60% quantity allotment to Firm other than MSME and 40% quantity allotment to ME
			(iii) In case, more than one MEs (say two no) matches the finally arrived L1 rate(other than ME), both will be	45% quantity allotment to Firm other than MSME and 27.5% quantity allotment each to ME1

			eligible (50 (Non MSME):25(ME1):25) (ME2 for 25% each from the tendered quantity out of 90% (40 % reserved for non purchase preference quota and 50% reserved quota for MSEs) + half of 10% quota for MEs and so on.	and ME2 respectively
		When one or more MSEs and MEs is within L1+5% (evaluated rates and no MSEs/MEs are within L1 + 15 % (evaluated) range: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.	(i) In case, one MSE is finally arrived L1, it will be entitled 90% of the tendered quantity (40% of unreserved category + 50% for MSEs) and the one ME will be entitled for 10% of the tendered quantity subject to condition that it accept the counter offer of finally arrived L1 -	90% quantity allotment to MSE and 10% quantity allotment to ME
			(ii) In case, one ME is finally arrived L1, it will be entitled 50% of the tendered quantity (40% of unreserved category +10% for MEs) and the one SME subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 50% of the tendered quantity	50% quantity allotment to ME and 50% quantity allotment to MSE
			(iii) In case, one MSE matches the finally arrived L1 (firm other than MSE & ME), it will be eligible for 70:30 ration (30% share for MSE) of the tendered quantity out of 40% (reserved for non purchase preference quota) + 50% reserved quota for MSEs and one ME subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 10% of tendered quantity	30% of tendered quantity to firm other than MSME, 60% quantity allotment to MSE and 10% quantity allotment to ME
			(iv) In case, one ME matches the finally arrived L1 (from firm other than MSE & ME) , it will be eligible for 70:30 ration (30% share for ME) of the tendered quantity out of 40% non purchase preference quota and further 10% reserved quota for MEs and the one MSE subject to condition that it accept the counter offer of finally arrived L1 will be entitled for 50% of the tendered quantity	30% of tendered quantity to firm other than MSME, 50% quantity allotment to MSE and 20% quantity allotment to ME
			(v) In case, more than one MSEs or MEs (say two no) matches the finally arrived L1 rate (from firm other than MSE & ME), both will be eligible as per the rational given above in (iii) and (iv)	20% of tendered quantity to firm other than MSME, 30% quantity each allotment to MSE1 & MSE2 and 10% quantity each allotment to ME1 & ME2

3	<p>When L1+5% have no MSMEs Purchase Preference options and L1+15% have MSMEs Purchase Preference options:</p>	<p>When no MSEs/MEs is within L1+5% (evaluated rates) but one or more MSEs/MEs are within L1+15: Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.</p>	<p>Offer will be given to MSE1, MSE2, ME1 and ME2 to match the L1 rate.</p> <p>(i) In case, MSE1 matches the L1 rate & MSE2, ME1 & ME2 do not agree to it, than the entire 50% of the tendered quantity will be offered to MSE1</p> <p>(ii) In case, MSE2 also matches the L1 rate but ME1 & ME2 do not agree to the same, than the 50% of tendered quantity available as Purchase Preference to MSEs shall be equally distributed amongst the two MSEs and so on -</p> <p>(iii) In case, ME1 matches the L1 rate and MSE1, MSE2 & ME2 do not agree to the same, than the entire 10% of the tendered quantity will be offered to ME1</p> <p>(iv) In case, ME2 also matches the L1 rate and MSE1 & MSE2 do not agree to the same, than the 10% of tendered quantity available as Purchase Preference to MEs shall be equally distributed amongst the two MEs and so on</p> <p>(v) In case, one MSE1 and one ME1 matches the L1 rate and MSE2 & ME2 do not agree to the same, than the entire 50% of the tendered quantity will be offered to MSE1 and the entire 10% of tendered quantity will be offered to ME1</p> <p>(vi) In case, MSE1, MSE2 and one ME1 matches the L1 rate and ME2 do not agree to the same, than the entire 50% of the tendered quantity will be offered equally to MSE1 & MSE2 and the entire 10% of tendered quantity will be offered to ME1</p> <p>(vii) In case, MSE1, MSE2, ME1 and ME2 matches the L1 rate, than the entire 50% of the tendered quantity will be offered equally to MSE1 & MSE2 and the entire 10% of tendered quantity will be offered equally to ME1 & ME2.</p>	<p>50% of tendered quantity to firm other than MSME (40% unreserved share + 10% ME share) and 50% quantity allotment to MSE1</p> <p>50% of tendered quantity to firm other than MSME (40% unreserved share + 10% ME share) and 25% each quantity allotment to MSE1 and MSE2</p> <p>90% of tendered quantity to firm other than MSME (40% unreserved share + 50% MSE share) and 10% quantity allotment to ME1</p> <p>90% of tendered quantity to firm other than MSME (40% unreserved share + 50% SME share) and 05% each quantity allotment to ME1 & ME2</p> <p>40% of tendered quantity to firm other than MSME (40% unreserved share), 50% quantity allotment to MSE1 and 10% quantity allotment to ME1.</p> <p>40% of tendered quantity to firm other than MSME (40% unreserved share), 25% each quantity allotment to MSE1 & MSE2 and 10% quantity allotment to ME1.</p> <p>40% of tendered quantity to firm other than MSME (40% unreserved share), 25% each quantity allotment to MSE1 & MSE2 and 05% each quantity allotment to ME1 & ME2.</p>
4	<p>When L1+5% have MSMEs Purchase Preference options and L1+15% too have MSMEs</p>	<p>A1: When one or more MSEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSEs</p>	<p>Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.</p> <p>(i) In case, either of MSE3 /MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do</p>	<p>75% of tendered quantity to MSE1 and 25% of tendered quantity to either of MSE3/MSE4</p>

	Purchase Preference options:	(MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that MSE1 is the finally arrived L1</u>	not agree to it.	
			(ii) In case, MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.	75% of tendered quantity to MSE1 and 12.5 % each of tendered quantity to MSE3 & MSE4
			(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.	90% of tendered quantity to MSE1 and 10 % of tendered quantity to either of ME3/ME4
			(iv) In case, ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	90% of tendered quantity to MSE1 and 05 % each of tendered quantity to ME3 & ME4
			(v) In case, MSE3 & ME3 matches the L1 rate & MSE4,ME4 do not agree to it	65% of tendered quantity to MSE1 , 25% of tendered quantity to MSE3 and 10% of tendered quantity to ME3
			(vi) In case, MSE3, MSE4 & ME3 matches the L1 rate & ME4 do not agree to it	56% of tendered quantity to MSE1 , 17% each of tendered quantity to MSE3 & MSE4 and 10% of tendered quantity to ME3
			(vii) In case, MSE3, MSE4 & ME3,ME4 matches the L1 rate	56% of tendered quantity to MSE1 , 17% each of tendered quantity to MSE3 & MSE4 and 05% each of tendered quantity to ME3 & ME4
		A2: When one or more MSEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that MSE1 matches the finally arrived L1 (other than MSME)</u>	Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.	35% of tendered quantity to firm other than MSME, 40% of tendered quantity to MSE1 and 25% of tendered quantity to either of MSE3/MSE4
			(i) In case, either of MSE3/MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it.	
			(ii) In case, MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.	35% of tendered quantity to firm other than MSME, 31% of tendered quantity to MSE1 and 17% each of tendered quantity to MSE3 & MSE4
			(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.	28% of tendered quantity to firm other than MSME, 62% of tendered quantity to MSE1 and 10% each of tendered quantity to either of ME3/ME4
			(iv) In case, ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	287% of tendered quantity to firm other than MSME, 62% of tendered quantity to MSE1 and 05% each of tendered quantity to ME3 & ME4 respectively
			(v) In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it	28% of tendered quantity to firm other than MSME, 37% of tendered quantity to MSE1, 25% of tendered quantity to either of MSE3/MSE4, and 10% of tendered quantity to either of ME3/ME4
			(vi) In case, MSE3, MSE4 & ME3,ME4 matches the L1 rate	28% of tendered quantity to firm other than MSME, 28% of tendered quantity

				to MSE1, 17% each of tendered quantity to f MSE3 & MSE4, and 05% each of tendered quantity to ME3 & ME4
		A3: When one or more MSEs (say MSE1, MSE2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.	Offer will be given to MSE3, MSE4, ME1 and ME2 (within L1+15% range) to match the L1 rate. (i) In case, either of MSE3/MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it. (ii) In case, MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it. (iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it. (iv) In case, ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it. (v) In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it (vi) In case, MSE3, MSE4 & ME3,ME4 matches the L1 rate	25% of tendered quantity to firm other than MSME, 29.5% each of tendered quantity to MSE1 & MSE2 and 16% of tendered quantity to either of MSE3/MSE4 25% of tendered quantity to firm other than MSME, 25% each of tendered quantity to MSE1 & MSE2 and 12.5% each of tendered quantity to MSE3 & MSE4 respectively 20% of tendered quantity to firm other than MSME, 35% each of tendered quantity to MSE1 & MSE2 and 10% of tendered quantity to either of ME3/ME4 20% of tendered quantity to firm other than MSME, 35% each of tendered quantity to MSE1 & MSE2 and 05% each of tendered quantity to ME3 and ME4 20% of tendered quantity to firm other than MSME, 27% each of tendered quantity to MSE1 & MSE2, 16% of tendered quantity to either of MSE3/MSE4, and 10% of tendered quantity to either of ME3/ME4 20% of tendered quantity to firm other than MSME, 22.5% each of tendered quantity to MSE1 & MSE2, 12.5% each of tendered quantity to MSE3 & MSE4, and 05% each of tendered quantity to ME3 & ME4
		B1: When one or more MEs (say ME1, ME2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to	Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate. (i) In case, either of MSE3/MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it. (ii) In case, both MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it. (iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3	50% of tendered quantity to ME1, and 50% of tendered quantity to either of MSE3/MSE4 who matched the L1 rate 50% of tendered quantity to ME1, and 25% each of tendered quantity to MSE3 & MSE4 who matched the L1 rate 95% of tendered quantity to ME1, and 05% of tendered quantity to either

		arrive at finally discovered price L1.	do not agree to it.	of ME3/ME4 who matched the L1 rate
		<u>Let as assume that ME1 is the finally arrived L1</u>	(iv) In case, both ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	95% of tendered quantity to ME1, and 2.5% each of tendered quantity to ME3 & ME4
			(v) In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it	45% of tendered quantity to ME1, 50% of tendered quantity to either of MSE3/MSE4, and 05% of tendered quantity to either of ME3/ME4
			(vi) In case, MSE3, MSE4 & ME3, ME4 matches the L1 rate	44% of tendered quantity to ME1, 25% each of tendered quantity to MSE3 & MSE4, and 03% each of tendered quantity to ME3 & ME4
		B2: When one or more MEs (say ME1, ME2) is within L1+5% (evaluated rates) and one or more MSEs (MSE3, MSE4)/MEs (ME3, ME4) are within L1+15% range: : Negotiations will be carried out with L1, L2, L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.	Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.	30% of tendered quantity to firm other than MSME, 20% each of tendered quantity to ME1, and 50% of tendered quantity to either of MSE3/MSE4
			(i) In case, either of MSE3/ MSE4 matches the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it.	
			(ii) In case, both MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.	30% of tendered quantity to firm other than MSME, 20% each of tendered quantity to ME1, and 25% each of tendered quantity to e MSE3 & MSE4
			(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.	63% of tendered quantity to firm other than MSME, 32% each of tendered quantity to ME1, and 05% e of tendered quantity to either of ME3/ME4
		<u>Let as assume that ME1 matches the finally arrived L1 (firm other than MSME)</u>	(iv) In case, both ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	63% of tendered quantity to firm other than MSME, 31% each of tendered quantity to ME1, and 03% each of tendered quantity to ME3 & ME4
			(v) In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it.	28% of tendered quantity to firm other than MSME, 17% of tendered quantity to ME1, 50% of tendered quantity to either of MSE3/MSE4 and 05% of tendered quantity to either of ME3 & ME4
			(vi) In case, MSE3, MSE4 & ME3, ME4 matches the L1 rate.	28% of tendered quantity to firm other than MSME, 16% of tendered quantity to ME1, 25% each of tendered quantity to MSE3 & MSE4 and 03% each of tendered quantity to ME3 & ME4
		B3: When one or more MEs (say ME1, ME2) is within L1+5% (evaluated rates) and one or more	Offer will be given to MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.	20% of tendered quantity to firm other than MSME, 15% each of the tendered quantity to ME1 and ME2, 50% of tendered quantity to either of MSE3/MSE4
			(i) In case, either of MSE3/MSE4 matches the L1	

	<p>MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.</p> <p><u>Let as assume that more than one ME say ME1 & ME2 matches the finally arrived L1 (firm other than MSME)</u></p>	rate & MSE4/MSE3, ME3, ME4 do not agree to it.	who matched the L1 rate
		(ii) In case, both MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.	20% of tendered quantity to firm other than MSME, 15% each of the tendered quantity to ME1 and ME2, 25% each of tendered quantity to MSE3 & MSE4
		(iii) In case, either of ME3/ME4 matches the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.	45% of tendered quantity to firm other than MSME, 25.5% each of tendered quantity to ME1 & ME2 and 04% of tendered quantity to either of ME3/ME4 who matched the L1 rate
		(iv) In case, both ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	45% of tendered quantity to firm other than MSME, 25% each of tendered quantity to ME1 & ME2 and half of 2.5% of tendered quantity to each of ME3 & ME4
		(v) In case, either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it.	20% of tendered quantity to firm other than MSME, 13% each of tendered quantity to ME1 & ME2, 50% of tendered quantity to either of MSE3/ MSE4 and 04% of tendered quantity to either of ME3/ME4
		(vi) In case, MSE3, MSE4 & ME3,ME4 matches the L1 rate.	20% of tendered quantity to firm other than MSME, 13% each of tendered quantity to ME1 & ME2, 25% each of tendered quantity to MSE3 & MSE4 and 02% each of tendered quantity to ME3 & ME4
	<p>C1(i) : When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1.</p> <p><u>Let as assume that one MSE1 and one ME1 are there in L1+5% range and MSE1 is finally arrived L1</u></p>	Offer will be given to ME1 (in L1+5% range) and MSE3, MSE4, ME3 and ME4 (within L1+15% range) to match the L1 rate.	65% of tendered quantity to MSE1 , 25% of tendered quantity to either of MSE3/MSE4 and 10% of tendered quantity to ME1
		(i) In case, ME1 and either of MSE3/MSE4 match the L1 rate & MSE4/MSE3, ME3, ME4 do not agree to it.	
		(ii) In case, ME1 and both MSE3 & MSE4 matches the L1 rate and ME3, ME4 do not agree to it.	56% of tendered quantity to MSE1, 17% each of tendered quantity to MSE3 & MSE4 and 10% of tendered quantity to ME1
		(iii) In case, ME1 and either of ME3/ME4 match the L1 rate and MSE3, MSE4 & ME4/ME3 do not agree to it.	90% of tendered quantity to MSE1 , 05% of tendered quantity to either of ME3/ME4 and 05% of tendered quantity to ME1
		(iv) In case, ME1 and both ME3 & ME4 matches the L1 rate and MSE3, MSE4 do not agree to it.	90% of tendered quantity to MSE1 , 03% each of tendered quantity to ME3 & ME4 and 04% of tendered quantity to ME1

			(v) in case, ME1 and either of MSE3/MSE4 & either of ME3/ME4 matches the L1 rate & further either of MSE4/MSE3 & ME4/ME3 do not agree to it.	65% of tendered quantity to MSE1, 25% of tendered quantity to either of MSE3/MSE4, 05% of tendered quantity to ME1 and 05% of tendered quantity to either of ME3/ME4
			(vi) in case, ME1 and MSE3, MSE4 & ME3,ME4 matches the L1 rate.	56% of tendered quantity to MSE1, 17% each of tendered quantity to MSE3 & MSE4, 04% of tendered quantity to ME1 and 03% of tendered quantity to each of ME3 & ME4
		C1(ii) : When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that one MSE1 and one ME1 are there in L1+5% range and MSE1 is matches the finally arrived L1</u>		Depending upon the various options as mentioned, apportionment will be done accordingly.
		C2(i) : When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that one MSE1 and one ME1 are there in L1+5% range and ME1 is finally arrived L1</u>		Depending upon the various options as mentioned, apportionment will be done accordingly.
		C2(ii) : When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that one MSE1 and one ME1 are there in L1+5% range and ME1 matches the finally arrived L1</u>		Depending upon the various options as mentioned, apportionment will be done accordingly.
		C3(i) : When one or more MSMEs (say MSE1, ME1) is within L1+5% (evaluated rates) and one or more MSEs (MSE3,MSE4)/MEs (ME3,ME4) are within L1+15% range: : Negotiations will be carried out with L1,L2,L3 firms with the 5% price range as per the exiting instructions to arrive at finally discovered price L1. <u>Let as assume that one MSE1 and one ME1 are there in L1+5% range and both MSE 1 and ME1 matches the finally arrived L1</u>		Depending upon the various options as mentioned, apportionment will be done accordingly.
AND SO ON				

Principal Secretary to Government Haryana,
Industries & Commerce Department.